

Client Name:
Agent Name:



Retirement Needs Analysis

Identify your monthly retirement expenses.

Expense Category	Expense Details	Monthly Expenses
Shelter	Primary home mortgage/rent	
	Property taxes & homeowners insurance	
	Utilities (heat, electric, phone, cable, etc.)	
	Other	
	Total	
Food	Groceries	
	Dining out	
	Total	
Health Care	Medicare and Medigap	
	Health insurance premiums	
	Co-payments/prescriptions/out-of-pocket	
	Total	
Transportation	Auto insurance	
	Vehicle payments/maintenance	
	Fuel	
	Total	
Personal Insurance	Life insurance premiums	
	Long-term care payments	
	Other	
	Total	
Personal Care	Clothing	
	Services (hair, spa, gym membership, etc.)	
	Other	
	Total	
Other	Entertainment	
	Hobbies, sports, arts	
	Other	
	Total	
Taxes	Income	
	Other	
	Total	
Total Expenses		

Retirement Needs Analysis

Identify your sources of retirement income.

Lifetime Income Sources (enter monthly totals)		Total
Social Security		
Pension (from employer)		
Annuities (as income stream today)		
Other		
Total Lifetime Income Sources		

Assets		Total
IRAs		
401(k), 403(b), 457(b) plans		
Annuities		
Savings		
Life insurance cash value		
Other		
Total Assets		

Recurring/Temporary Income		Total
Working income		
Rental Income		
Other		
Total Recurring/Temporary Income		

My Income		-	My Expenses		=	My Personal Needs Analysis	